

The image features a large American flag waving in the upper left corner, set against a background of a blue sky with light clouds and a calm blue ocean. In the center-right, the words "AMERICA'S NAVY" are rendered in a bold, 3D, metallic-style font. The letters are white with a grey gradient and are reflected in the water below. A small five-pointed star is positioned above the letter 'A' in "AMERICA'S".

AMERICA'S
NAVY

Navy Localized Messages
NRD New York

CAMPBELL-EWALD | GLOBALHUE | ACCENTMARKETING | GOLINHARRIS



Global Force for Good Key Messages

The below messages are the overall Global Force for Good key messages that you are referencing when talking to recruits

America's Navy is a global force for good...and good can take many forms:

- Bombs on terrorist hide outs
- Bullets to protect innocent civilians against extremists
- Bottles of water to those in need after an earthquake
- Bachelor's degree (advanced training and education)

We protect and defend freedom around the world, and we also offer great opportunities for a great career.

All good things take GREAT people!



70-80-90-100 Key Messages

You are also using the 70-80-90 messages more frequently in your talking points, in media interviews and when speaking to potential recruits

Sailors serve:

- From the sea...**on the land**
- In ships...**on the water**
- In submarines...**under the water**
- In planes and helicopters...**over the water**

70 – percent of the Earth's surface is covered by water

80 – percent of the world's people live near the ocean

90 – percent of all international trade travels by the sea

100 – America's Navy is always 100% on watch

Our mission is to meet America's threats far away, so those threats cannot harm us here.



Recruiting Key Messages

We have helped you localize the below messages to help you communicate the strength of the Navy across NRD New York

Key Message 1: Forging leaders

- The Navy is more than just a top 50 employer – we forge leaders, allowing regular people to do spectacular things that will shape their future.

Key Message 2: Preparing you for lifelong success

- The Navy not only offers a greater diversity of career choices than any other branch of the services, but it also allows you to achieve educational opportunities before, during or after your Navy career, preparing you for lifelong success

Key Message 3: Making a difference

- The Navy takes you beyond the books to a world of experiences that make a difference to your country and to the world.

Key Message 4: Recruiting a Sailor, Retaining a Family

- The Navy recognizes the demands you face as a Sailor and provides timely and effective family support programs ensuring the welfare of your family - enabling you to serve and excel.

Localized Recruiting Key Messages

Key Message 1: Forging leaders

- The Navy is a far-reaching force and it has strength in New York and New Jersey, with nearly 6,000 Sailors, Officers and civilians stationed here, serving their country and doing spectacular things. *(This is an example for the entire NRD – you would tailor this and break the numbers out for each state in your NRD and provide the number of Sailors, Officers and civilians stationed currently so that the public is aware of the Navy presence)*
- The Navy forges true leaders such as Ship's Serviceman First Class Yan Zhao who not only serves her country as a xx, she received the Sailor of the Year award for her outstanding service to her country and to her community. *(This is an example you can tailor per rank, per recruiting rating, per local humanitarian/service project)*
- The Navy is more than just a top 50 employer – it's a calling – where we forge leaders such as LCDR xx who recruits Medical Officers to go out and use their experience and skills to serve their country – their patients. *(This is an example where you can swap the priority recruiting rating you want to profile – whether it be Medical, Dental, etc.)*
- We are proud that our Navy reflects the face of America and harnesses true diversity. In NRD New York, we employ xx* Hispanic, African American and Asian Pacific Islander Sailors and Officers. We need more diversity in our officer ranks. Within 10 years, the Navy's ranks will be one-third minority, and reach one half by 2050. *(You could only reference Officers instead of Sailors, or include one minority group over another, if you prefer)*

*PLEASE CHECK WITH NRD PAO FOR LATEST PERSONNEL NUMBERS

Localized Recruiting Key Messages

Key Message 2: Preparing you for lifelong success

- A world beyond everyday caring. More than 4,300 physicians, 1,200 dentists and 3,900 nurses provide world-class, hands-on care in the United States Navy serving those in need. We are always searching for the best and brightest, offering tuition assistance and recruiting from top universities such as NYU, Cornell University and New Jersey Medical School to join the military ranks. *(This is an example focusing on medical and calling out a few universities in NRD New York – tailor this message to the schools you recruit from and give examples of the tuition assistance available)*
- Defusing bombs, rescuing people in distress. A world of the most impossible missions made possible. More than 8,300 total Navy personnel including more than 2,300 active-duty SEALs, 600 Special Warfare Combatant-craft Crewmen (SWCC), 900 reserve personnel, 3,650 support personnel and more than 880 civilians make up the Naval Special Warfare community. We are always searching for the best and brightest, offering enlistment bonuses for some priority recruiting ratings. *(This is an example focusing on Special Warfare – tailor this message to each priority recruiting rating you want to highlight and give examples of the enlistment rewards you provide)*
- America's Navy offers hundreds of career opportunities in dozens of exciting fields. Whether you're seeking a position as a Navy SEAL, Physician or a Dentist, you will find unrivaled training and opportunities with the chance to achieve your education before, during or after your Navy career. *(Please tailor this message to the priority recruiting ratings for NRD New York)*

**PLEASE CHECK WITH NRD PAO FOR LATEST PERSONNEL NUMBERS*

Localized Recruiting Key Messages

Key Message 3: Making a difference

- Many young men and women join the Navy to assist in humanitarian missions. These missions take place throughout the world. The Navy can deploy a floating hospital with doctors and dentists that can respond to any crisis worldwide. Here in New Jersey, we are interested in recruiting men and women to join us in this mission. *(When tailoring this message, include the area you are talking about)*
- Every day our Navy men and women in uniform across the globe play an important role in keeping the peace. And in Paramus this weekend, our Sailors' mission was to continue to help fundraise for Operation Goody Bag – an initiative to honor the sacrifices of first responders and all of our troops. *(This is an example of tying the Global Force for Good message to what Sailors are doing locally – insert different examples that make sense relative to the events going on in your district)*
- New Jersey Navy Week begins today and runs through x. Some of the activities that people can enjoy include The Leap Frogs, the Navy Parachute Demonstration Team and performances by the Navy Band “Destroyers.” For a complete list of Navy Week information, visit <http://www.navyweek.org>. See how America's Navy makes a difference to the community of New Jersey! *(This is an example of how you may show the citizens of the area you are addressing why the Navy is there and how they are making a difference. There is no Navy Week scheduled for New Jersey in 2012, but this is an example of how you can make the message locally relevant)*
- New Yorkers, along with the rest of the American people have high expectations of the United States Navy, and the Navy consistently exceeds these expectations by providing the necessary tools and training for all Navy personnel to do their job. *(This is an example of localizing this message to make it relevant to the people of New York, New Jersey, etc.)*



Localized Recruiting Key Messages

Key Message 4: Recruiting a Sailor, Retaining a Family

- The United States Navy provides a support network of relevant services and links Navy families with these services through a variety of tools such as Fleet and Family Support Centers, social media – including Facebook, Twitter and NAVYForMoms.com and the Command Ombudsman program – a family’s direct link to the command. For Navy families in New York, please reach out to your local Fleet and Family Support Center or network with fellow New York Navy moms and wives on NAVYForMoms.com *(When tailoring this message, include the specific region or area)*
- Thank you to our Navy families in New Jersey. The Navy recognizes the demands you face as a Sailor and is committed to ensuring the welfare of your family *(When tailoring this message, include the specific region or area)*

New Jersey Data Points

- The United States is increasing US exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **20** of the Fortune 500 ranked companies are based in cities in New Jersey, with Medco Health Solutions, Johnson & Johnson, Merck, Prudential Financial and Honeywell International ranked in the top 100 (ranked in revenues):
 - Medco Health Solutions, Johnson & Johnson, Merck, Prudential Financial, Honeywell International, Toys "R" Us, Chubb, Public Service Enterprise Group, Automatic Data Processing, NRG Energy, Great Atlantic & Pacific Tea, Bed Bath & Beyond, Campbell Soup, Hertz Global Holdings, Becton Dickinson, Quest Diagnostics, Avis Budget Group, Avaya, Cognizant Technology Solutions, Sealed Air
- The Navy has a presence in New Jersey, including more than 4,000 Navy personnel employed, including active duty and civilian personnel and one installation.
- The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including New Jersey's export shipments of merchandise which totaled \$32.2 billion in 2010.
- A total of 15,512 companies exported goods from New Jersey locations in 2009. Of those, 14,406 or 93 percent were small and medium-sized enterprises (SMEs), with fewer than 500 employees
- SMEs generated more than two-fifths (43 percent) of New Jersey's total exports of merchandise in 2009, well above the national average of 31 percent.
- Exported jobs linked to manufacturing accounted for an estimated 3.3 percent of New Jersey's total private-sector employment. Over one-sixth (17.3 percent) of all manufacturing workers in New Jersey depended on exports for their jobs (2009 data latest available).

New Jersey Data Points

- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
 - Lockheed Martin Corporation - \$1,772,515
 - Computer Sciences Corporation - \$681,731
 - URS Corporation - \$423,354
 - Sensor Technologies Inc.- \$365,133
 - ITT Corporation - \$317,330
 - L-3 Communications Holding, Inc. - \$291,755
 - Science Applications International - \$285,267
 - American Auto Logistics LP - \$202,081
 - BAE Systems PLC - \$190,296
 - Viatech, Inc. - \$156,917
- The state's largest export market was Canada. New Jersey posted merchandise exports of \$6.3 billion to Canada in 2010, 19 percent of the state's total merchandise exports. Canada was followed by the United Kingdom (\$2.3 billion), Korea (\$1.7 billion), Mexico (\$1.5 billion), and Japan (\$1.5 billion).
- The state's largest merchandise export category was chemicals manufactures, which accounted for \$7.9 billion of New Jersey's total merchandise exports in 2010. Other top merchandise exports were computers and electronic products (\$3.4 billion), primary metals manufactures (\$3.0 billion), transportation equipment (\$2.7 billion), and machinery manufactures (\$2.3 billion).



New Jersey Data Points

- In 2009, the metropolitan area of Trenton-Ewing exported \$623 million of New Jersey's total merchandise exports. Other major metropolitan areas in New Jersey that exported in 2009 included Vineland-Millville-Bridgeton (\$272 million), Atlantic City-Hammonton (\$44 million), and Ocean City (\$42 million). Several major metropolitan area exporters include some counties in New Jersey. New York-Northern New Jersey-Long Island (including some parts of New York and Pennsylvania) exported \$70.0 billion, while Philadelphia-Camden-Wilmington (including some parts of Pennsylvania, Delaware and Maryland) exported \$19.1 billion, and Allentown-Bethlehem-Easton (including some parts of Pennsylvania) exported \$2.6 billion in merchandise in 2009.

New Jersey Data Points

- Two ships have borne the name *USS New Jersey*:
 - The first *USS New Jersey* (BB-16), 1906-1923, a 14,948-ton *Virginia* class battleship, was built at Quincy, Massachusetts. Commissioned in May 1906, she spent her entire career with the Atlantic Fleet. In December 1907, *New Jersey* participated in the "Great White Fleet's" cruise around the World. This demonstration of the contemporary battle fleet's strategic mobility lasted more than a year, ending in February 1909. During World War I, *New Jersey* joined the other older battleships in providing shipboard training for the huge numbers of men who joined the wartime Navy. After the War, she made four trans-Atlantic voyages to bring veterans home from Europe. *USS New Jersey* was decommissioned in August 1920 and was sunk off Cape Hatteras as a bombing target in September 1923.
 - The second *USS New Jersey* (BB-62), 1943-1999 is an *Iowa* class battleship. Commissioned in May 1943, she spent the rest of that year in the western Atlantic and Caribbean area. *New Jersey* went to the Pacific in early 1944 and conducted her first combat operations in support of the Marshalls invasion. Following overhaul, she again became Fifth Fleet flagship during the final days of World War II and remained in the Far East until early 1946. She went to the Atlantic in 1947 and made one midshipmen's training cruise to Europe before decommissioning in June 1948. The Korean War brought *New Jersey* back into commission in November 1950. Two Korean combat tours in 1951 and 1953 were punctuated by a European cruise in the Summer of 1952. After returning home from the western Pacific in late 1953, *New Jersey* operated in the Atlantic. She was placed out of commission in August 1957. **She was the only battleship recalled to duty during the Vietnam War.** She recommissioned in April 1968 and arrived off Southeast Asia in September. From then until April 1969, she conducted frequent bombardments along the South Vietnamese coast. While preparing for a second Vietnam tour, she was ordered inactivated and decommissioned in December 1969. The early 1980s defense buildup produced a fourth active period for *New Jersey*, beginning with her recommissioning in December 1982. She again fired her big guns in combat during the Lebanon crisis of 1983-84 and deployed to the western Pacific in 1986 and 1989-90, with the latter cruise extending to the Persian Gulf area. She was donated to the Home Port Alliance in Camden, New Jersey, and began her career as a museum ship on October 15, 2001. **Due to her outstanding service record *New Jersey* holds the distinction of being the most decorated battleship in naval history.**

New Jersey Data Points

- New Jersey is proud to be home to 94 Medal of Honor recipients that span from the Civil War to the Vietnam War:
 - Boatswain's Mate Second Class John Otto Siegel received a Medal of Honor for extraordinary heroism while serving on board the USS *Mohawk* in performing a rescue mission aboard the schooner *Hjeltenaes* which was in flames on 1 November 1918. Going aboard the blazing vessel, Boatswain's Mate Second Class Siegel rescued two men from the crew's quarters and went back the third time. Immediately after he had entered the crew's quarters, a steam pipe over the door burst, making it impossible for him to escape. Boatswain's Mate Second Class Siegel was overcome with smoke and fell to the deck, being finally rescued by some of the crew of the *Mohawk* who carried him out and rendered first aid.
 - Five years before World War I began, Peter Tomich (Tonic) immigrated to the United States. When war broke out he enlisted in the U.S. Army where he served until January 13, 1919. He received U.S. Citizenship and, ten days after his Army enlistment expired, he joined the Navy. During the attack on the fleet in Pearl Harbor, Chief Watertender Tomich remained at his post in the engineering plant of the USS *Utah* until he saw that all boilers were secured and all fire room personnel had left their stations, and by doing so, lost his own life. He had no known relatives so when the destroyer named in his honor was commissioned in 1943, it was decided to award his Medal to the ship itself. The award was presented on January 4, 1944 by Rear Admiral Monroe Kelly.. In 1947, Governor Herbert B. Maw of Utah proclaimed Peter Tomich an honorary citizen of that State, and guardianship of his Medal was granted to Utah. **In 1989 the Navy built the Senior Enlisted Academy in Newport, RI and named the building Tomich Hall. The facility is a combination of academy, dormitory and museum. Chief Tomich's Medal of Honor is now proudly displayed on the Quarterdeck of Tomich Hall where his adopted family, the Chief Petty Officers of the Navy are inspired, even today, by his actions more than half-century ago.**
 - Ordinary Seaman Robert Augustus Sweeney is **one of 19 service members in history to receive two Medals of Honor**; the first for gallant and heroic conduct while serving on board the USS *Kearsarge*, at Hampton Roads, Virginia 26 October 1881. Ordinary Seaman Sweeney jumped overboard and assisted in saving from drowning a shipmate who had fallen overboard into a strong tide and the second Medal of Honor for heroic conduct while serving on board the USS *Jamestown*, at the Navy Yard New York, 20 December 1883. Ordinary Seaman Sweeney rescued from drowning A. A. George, who had fallen overboard from that vessel.

New York Data Points

- The United States is increasing US exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy and the Navy plays a critical role in achieving these objectives.
- **57** of the Fortune 500 companies are based in cities in New York (ranked in revenues):
 - J.P. Morgan Chase & Co, Citigroup, Verizon Communications, American International Group, International Business Machines, Pfizer, PepsiCo, MetLife, INTL FCStone, Goldman Sachs Group, Morgan Stanley, New York Life Insurance, Hess, News Corp., TIAA-CREF, American Express, Philip Morris International, Time Warner, Travelers Cos., Alcoa, Bristol-Myers Squibb, Time Warner Cable, Arrow Electronics, L-3 Communications, Colgate-Palmolive, Bank of New York Mellon Corp., Loews, CBS, Viacom, Consolidated Edison, Omnicom Group, ITT, Marsh & McLennan, Avon Products, Guardian Life Ins. Co. of America, KKR, Icahn Enterprises, BlackRock, Assurant, Estee Lauder, Henry Schein, Cablevision Systems, Eastman Kodak, Corning, Interpublic Group, CIT Group, McGraw-Hill, Virgin Media, Jarden, Barnes & Noble, Universal American, MasterCard, Starwood Hotels & Resorts, Foot Locker, Polo Ralph Lauren, Phillips-Van Heusen, NYSE Euronext
- The top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
 - Lockheed Martin Corporation - \$1,723,706
 - Northrop Grumman Corporation - \$1,327,684
 - Harris Corporation - \$733,173
 - SRC TEC Inc. - \$510,892
 - Bechtel Group, Inc. - \$348,511
 - McCann-Erickson Worldwide, Inc. - \$228,613
 - L-3 Communications Holding, Inc. - \$130,735
 - J Kokolakis Contracting Inc. - \$127,586
 - BAE Systems PLC - \$117,892
 - Saint Vincents Catholic Medical - \$105,413

New York Data Points

- The Navy has a very visible presence in New York, with nearly 2,000 Navy personnel employed including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, New York exports billions of merchandise (In 2010, export shipments totaled \$69.7 billion), thereby impacting local jobs, making over one-fifth (21.4 percent) of all manufacturing workers in New York depend on exports for their jobs.
- As reported by the *Associated Press* in October 2011, New York received almost \$900,000 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets
 - New York officials hope to increase small and medium enterprise exports to China and Korea by \$250 million and create or retain 2,500 export-related jobs in the state
- A total of 26,926 companies exported goods from New York locations in 2009, **the third highest of exporters among the 50 states**. Of those, 25,422 (94 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated nearly three-fifths (58 percent) of New York's total exports of merchandise in 2009.
- In 2009, foreign-controlled companies employed 386,100 New York workers. Major sources of foreign investment in New York in 2009 included the United Kingdom, France, Germany, and Switzerland

New York Data Points

- New York's largest export market in 2010 was Canada. New York posted merchandise exports of \$14.7 billion to Canada in 2010, 21 percent of the state's total merchandise exports. Canada was followed by the United Kingdom (\$4.7 billion), Hong Kong (\$4.5 billion), Switzerland (\$4.2 billion), and Israel (\$4.2 billion).
- The state's largest merchandise export category was miscellaneous manufactures, which accounted for \$15.6 billion of New York's total merchandise exports in 2010. Other top merchandise exports were computers and electronic products (\$6.4 billion), machinery manufactures (\$5.9 billion), chemicals manufactures (\$5.8 billion) and used merchandise (\$5.4 billion).
- In 2009, the metropolitan area of Rochester exported \$4.9 billion in merchandise, 7.7 percent of New York's total merchandise exports. Other major metropolitan areas in New York that exported in 2009 included Buffalo-Niagra Falls (\$3.6 billion), Albany-Schenectady-Troy (\$3.2 billion), Poughkeepsie-Newburgh-Middletown (\$2.2 billion), and Syracuse (\$1.3 billion). Another metropolitan area exporter that included some counties of New York was New York-Northern New Jersey-Long Island (including some counties in New Jersey and Pennsylvania as well) which exported \$70.0 billion in merchandise in 2009, the highest export value of any metropolitan area in the U.S.

New York Data Points

- Seven ships have borne the USS *New York* and may refer to:
 - The first USS *New York*, a gondola, took part in the Battle of Valcour Island in 1776. Threatened with capture, the *New York* was burned on orders to prevent capture by the enemy.
 - The second USS *New York*, was a 36-gun frigate commissioned in October 1800. She protected merchantmen en route to the Caribbean and saw action between 1802-1803, only to be burned in harbor by the British at the culmination of the War of 1812.
 - The third USS *New York*, was a 74-gun ship-of-the-line, laid down in 1820, but never saw active duty. She was burned in 1861 to prevent the Rebels approaching from Virginia to gain control.
 - The fourth USS *New York* was a steam-powered screw sloop originally named *Ontario* in 1863, and renamed USS *New York* in 1869 and then sold in 1888 – after never leaving port.
 - The fifth USS *New York* (CA2), an Armored Cruiser, served as flagship of the U.S. South Atlantic squadron at the outbreak of the Spanish-American War. She served as flagship of the Asiatic Fleet before being renamed USS *Saratoga*. She played important roles in World Wars I and II and participated in atomic tests in 1946. She was decommissioned later that year.
 - The sixth USS *New York* (BB-34), battleship, served throughout World War I, participating in the bombardment of Iwo Jima, and was used in atomic tests after World War I. She was decommissioned in 1946 and earned one battle star each for Iwo Jima, Okinawa and North Africa.
 - The USS *New York City* (SSN-696) was a *Los Angeles* class attack submarine, commissioned in 1979, serving and decommissioned in 1997.
 - The seventh USS *New York* (LPD-21), a *San Antonio* class landing platform dock warship was commissioned in November 2009 and is one of the three amphibious assault ships named after places attacked on September 11, 2001. The steel in their bows is salvaged and reformed steel from the World Trade Center's twin towers.

New York Data Points

- New York is proud to be home to 663 Medal of Honor recipients that span from the Civil War to the War in Afghanistan:
 - Coxswain William McKnight, received his Medal of Honor for extraordinary heroism in action, serving as Captain of a gun on board the USS *Varuna* during the attacks on Forts Jackson and St. Philip, Louisiana. During this action at extremely close range, while his ship was under furious fire and was twice rammed by the rebel ship *Morgan*, McKnight remained steadfast at his gun throughout the thickest of the fight and was instrumental in inflicting damage on the enemy until the *Varuna*, so badly damaged that she was forced to beach, was finally sunk.
 - Coxswain John McCloy, received his first Medal of Honor for extraordinary heroism in action while serving with the detachment from the USS *Newark*, fighting with the relief expedition of the Allied forces in China, 13, 20, 21, and 22 June 1900. During this period and in the presence of the enemy, Coxswain McCloy distinguished himself by meritorious conduct. He received his second Medal of Honor as a Chief Boatswain's Mate, for heroism in leading three picket launches along Vera Cruz sea front, drawing Mexican fire and enabling cruisers to save our men on shore, 22 April 1914. Though wounded, Chief Boatswain's Mate McCloy gallantly remained at his post
 - Lieutenant Michael Patrick Murphy, received his Medal of Honor posthumously for conspicuous gallantry and intrepidity at the risk of his life above and beyond the call of duty as a member of SEAL Deliver Vehicle Team ONE and the leader of a special reconnaissance element with Naval Special Warfare Task Unit Afghanistan on 27 and 28 June 2005. While leading a mission to locate a high-level anti-coalition militia leader, Lieutenant Murphy demonstrated extraordinary heroism in the face of grave danger. Operating in an extremely rugged enemy-controlled area, Lieutenant Murphy's team was discovered by anti-coalition militia sympathizers, who revealed their position to Taliban fighters. As a result, between 30 and 40 enemy fighters besieged his four-member team. When the primary communicator fell mortally wounded, Lieutenant Murphy repeatedly attempted to call for assistance for his beleaguered teammates. Realizing the impossibility of communicating in the extreme terrain, and in the face of almost certain death, he fought his way into open terrain to gain a better position to transmit a call. This deliberate, heroic act deprived him of cover, exposing him to direct enemy fire. Finally achieving contact with his headquarters, Lieutenant Murphy maintained his exposed position while he provided his location and requested immediate support for his team. In his final act of bravery, he continued to engage the enemy until he was mortally wounded, gallantly giving his life for his country and for the cause of freedom. By his selfless leadership, courageous actions, and extraordinary devotion to duty, Lieutenant Murphy reflected great credit upon himself and upheld the highest traditions of the United States Naval Service.

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